

FRUIT EXCHANGE TO HELP GROWER

Proper Packing and Marketing of Fruit Almost as Important as Raising It.

EXPERIENCE IN OTHER PLACES

Results in Greater Demand and Better Prices—Growing Importance of Industry.

Office of the State Crop Pest Commission, Blacksburg, Va., Feb. 22, 1908.

On December 5th, at Staunton, Va., the fruit growers were taken for organizing the Piedmont Fruit Exchange, the object being to bring together the fruit growers of certain sections of the State in one organization, for the proper packing and marketing of fruit and other mutual interests.

It is well understood that the marketing of fruit is an entirely different business from growing the product. Some men may succeed best in growing the fruit, while others would succeed best in marketing it. While the marketing of fruit is not, I think, more complex than producing it, it does require an organization to get the best results. Some of the benefits that might be expected to accrue to the fruit growing interests through such organizations are brought out by the following extracts taken from an article in the Daily Sentinel, published at Grand Junction, Colorado. It relates to the Grand Junction Fruit Growers' Association.

"If each Grand Valley fruit grower were shipping out his fruit independently of every other grower, making his own prices and dealing with his own market, how long would Grand Valley fruit be commanding high and good prices.

"Of very long. For then each of the 600 growers would be competing with the others, prices would be slashed, and pretty soon there would be no prices at all. Hence, the undisputed advantages of the Fruit Growers' Association, formed along such lines as the Grand Junction Fruit Growers' Association.

"Lack of organization and poor management have been the ruin of many a fruit growing district of this country. The member of the Grand Junction Fruit Growers' Association does not have to worry about his prices. He raises his fruit and delivers them to the association, knowing that competent men are in charge of every department and knowing that he will get the best possible prices. In good times his returns come in, and in bad times out of ten their returns are eminently satisfactory to the grower.

"Again, through the association the grower can purchase his needed supplies, such as boxes, wrappers, spray materials, wagons, etc., at practically wholesale prices, such goods being bought by the carload by the association.

"The Grand Junction Fruit Growers' Association, above all other things, is noted for good fruit and honest packing. It has always been its policy to ship out no rank, inferior fruit, and it will not accept such for shipment. It gives its members the advantage of the knowledge and guidance of experts as to how to produce the very best fruit, how to care for the orchards and make them yield the greatest amount of good fruit.

"Unless the fruit in every box measures up to the standard of quality, it is rejected by the inspector.

"The association demands that the grading be good, the packing systematic and honest, and every effort is made to develop the very best color and flavor, etc.

"To this organization Grand Junction, the Grand Valley and one of the most important industries of the vast West owe a mighty measure of their development, fame and prosperity.

"The Grand Junction Fruit Growers' Association has shipped the greatest portion of the fruit raised in Mesa country every year since fruit raising to any extent whatever began in this locality. Something like twelve years ago the association was organized on a very small basis, and for two years it made very little showing. In the year 1907 the association was reorganized.

"How wonderful has been the growth of the organization during these eleven years! The first year of the reorganized association there were shipped out of the valley 107 cars of fruit by the association, and for the next year the growers were paid \$54,500. The crop that year was considered phenomenal.

"In 1906, ten years later, the association shipped out of the valley 152 cars of fruit, and a total of \$555,812 was paid to the growers, or over half a million dollars more than was paid out for fruit in 1907, and when all the returns are in for 1907 it will be seen that the growers will have been paid at least \$750,000 more money in 1907 than they were paid in 1907. Nearly 1,000 more cars of fruit were shipped out of this little valley in 1907 than were shipped in 1907, just ten short years before. What a mighty growth in eleven years' time."

"The Eastern Shore (Va.) Produce Exchange, operated in Accomac and Northampton counties in this State, shows similar development and success, but was organized a few years later. Prior to its organization, sweet potatoes often sold for less than the railway companies charged for freight, and the growers were actually required to pay the difference. Through the company has now been in operation for about eight years, there has been an active demand for their products during the entire time, notwithstanding the fact that the better prices caused them to four times as much stuff to be grown. The sales of this company now reach about \$800,000 per year from the two small counties mentioned. There are two other similar organizations in the same section.

"The development of the fruit industry in this State during the past twenty years has indeed been phenomenal, and shows conclusively that our soil and climatic conditions are

MARKETS.

[The stock and cotton exchanges of American cities were closed yesterday in honor of Washington's birthday.]

LIVERPOOL COTTON MARKET.

LIVERPOOL, February 22.—COTTON.—Closings: Spot quiet; prices 1 point higher; American middling fair 6.77; good middling 6.41; middling 6.15; low middling 5.81; good ordinary 5.35; ordinary 4.95. The sales of the day were 3,000 bales, of which 500 were for speculation and export and included 2,800 American. Receipts, 19,000 bales, including 18,700 American.

Futures opened steady and closed quiet; American middling, g. o. c. closing prices: February, 6.75; March, 6.73; April, 6.71; May, 6.69; June, 6.67; July, 6.65; August, 6.63; September, 6.61; October, 6.59; November, 6.57; December, 6.55.

CHICAGO CATTLE MARKET.

CHICAGO, Ill., February 22.—CATTLE.—Receipts about 300 head. Market steady. Beefers, \$10.50; cows and heifers, \$1.75; 4-year-olds, \$3.75; calves, \$3.25; 7-month, \$2.75; 1-year-olds, \$2.50; 2-year-olds, \$2.25; 3-year-olds, \$2.00; 4-year-olds, \$1.75; 5-year-olds, \$1.50; 6-year-olds, \$1.25; 7-year-olds, \$1.00; 8-year-olds, \$0.75; 9-year-olds, \$0.50; 10-year-olds, \$0.25.

LYNCHBURG SALES LIGHT.

LYNCHBURG, Va., February 22.—The sales this week were rather lighter than was expected, partly caused by the snow and rain of Tuesday night and Wednesday. The offerings were in good condition, and of fairly good quality, but the small proportion was of the finer grade and winners. The trade was quite active and prices continued fully up with a rather upward tendency. Prices this week ranged as follows:

Lugs, common, \$5.00 to \$6.50; Lugs, good, \$6.50 to \$8.25; Leaf, common, \$7.00 to \$8.00; Leaf, medium, \$8.50 to \$9.50; Leaf, good, \$9.50 to \$12.00; Leaf, fine, \$12.00 to \$15.00; Wrappers, \$15.00 to \$20.00.

NOTES FROM CHATHAM.

Eight-hour Law Necessitates More Operators—Good Tobacco Prices.

[Special to The Times-Dispatch.]

CHATHAM, Va., February 22.—The eight-hour law, effective March 1st, allowing telegraph operators to remain on duty not over eight hours, will necessitate an additional operator at the following offices of the Southern Railway Company in Pittsylvania: Lima, Wirt, Dry Fork, Chatham, Whites and Franklin Junction.

The last sermon by Rev. R. E. L. Ayler before leaving for his new field at Norton will be on Sunday night. Rev. Mr. Guyer, pastor of the Methodist Church, will not fill his regular appointment on Sunday morning, but will allow his congregation to attend the service conducted by Mr. Ayler, who has been pastor of the Chatham Baptist Church for eight years. He will on next Friday, leave for his new field. Mrs. Ayler and the children will follow in a few weeks on Sunday night. The church will be held on Sunday with a view to calling Rev. Ryland Sanford, of Hampton, Resides the Chatham Church. Mr. Ayler was pastor of Holywood and Mount Hermon Churches.

Prices of tobacco continue good, and during the past two weeks large quantities of the weed have been marketed. The residue of the crop now in hands of the farmers is estimated at one-fourth, which will be very much lessened in a few days if weather favorable to handling continues. The farmers in nearly every instance are well pleased with their sales, and their financial condition is better than in a long time. Many are now preparing to plant land for the coming year's sowing, and in some sections beds have been seeded.

A very enjoyable German was given in the Opera House Friday night by the chorus of the dance. Several very pretty girls were danced, led by Mr. J. E. Lanier.

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DIVIDEND EARNED IN PANIC TIMES

Jarratt's Wood-Working Plant
Flourishing—Farmers from Ohio Settle in Virginia.

[Special to The Times-Dispatch.]

JARRATT, Va., February 22.—The peanut market, on which Jarratt largely depends for trade, is a little dull just now, but that argues well for the farmers of this section, inasmuch as it shows that they are not "hard up" and are not forced to sell while the money stringency makes the price a little lower than it otherwise might be. It is known that the nut growers in this section made good crops last year, and their ability to hold their stock in dull seasons is evidence that they are in good shape financially.

Officials of the Virginia Railway have recently been here viewing the ground with a view of running a spur track to the Jarratt-Vincent Company's large sawmills and box factory, about a mile south of here. While it is not known what conclusion was reached by the officials, it is generally believed the track will be built.

The Jarratt-Vincent Company's plant is located in the heart of a splendid lumber section, and they have ten years' cutting yet ahead of them. The box factory department is turning out vast quantities of axle grease boxes and boxes for fruit and canned goods shipments. The entire establishment employs about 100 hands, and the pay roll amounts to \$2,000 per month.

Dividend Declared.

The stockholders of the Bank of Jarratt met this week and elected all of the old officers except that Hon. J. E. Person, a former member of the Legislature for Sussex and Greensville counties, was made a director in the place of Mr. J. E. Battle, who died a few years ago. The board of directors also held a meeting at which they added \$500 to the reserve fund, thus increasing it to \$3,000. They also declared a dividend of 6 per cent. on the stock out of the earnings of the past year.

Among the new comers to this section are Messrs. C. H. Putnam and Frederick Sinclair, who came here from Ohio and bought farms within a half mile of Jarratt, where they paid the cash. They are progressive farmers and they brought along the cash not only to buy land, but to improve it, and it is all the more productive. They will raise peanuts, grasses and corn this year, besides vegetables and other things.

Notice to Investors

NOTICE

is hereby given that under the authority of the Committee on Finance, given at its regular meeting, held September 17, 1907, I am prepared to sell Registered 4 Per Cent. Bonds of the City of Richmond, Va., maturing January 1, 1911, in multiples of \$100, over the counter of the City Auditor, at par and accrued interest.

EDWARD J. WARREN,
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